

Message Text

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PAGE 01 QUITO 05236 181512Z

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ACTION ARA-10

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AMCONSUL GUAYAQUIL

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E.O. 11652: N/A

TAGS: BEXP, BFOL, EC

SUBJECT: FOREIGN GOVERNMENT TENDER: FISHING RESEARCH VESSEL

REF: A) USDOC 10600 B) USDOC 9791

1. COMATT AND TRADE PROMOTION OFFICER, DURING VERY USEFUL DISCUSSION JULY 15 WITH SUBSECRETARY OF FISHERIES CAPT. ETHIEL RODRIGUEZ ON FISHING RESEARCH VESSEL TENDER AND OTHER MATTERS, RAISED QUESTION OF HESITATION OF US SUPPLIERS MENTIONED IN REFTEL B.

2. RODRIGUEZ SAID HE COULD UNDERSTAND SUSPICION OF U.S. COMPANIES WHICH HAD PURSUED SALE IN 1971 ONLY TO FIND THAT PURCHASE HAD BEEN CANCELLED DUE TO LAST-MINUTE LACK OF FINANCING. HOWEVER, THIS TIME FINANCING IS AVAILABLE AND MINISTRY SERIOUSLY INTENDS TO BUY BOAT. RODRIGUEZ, EMPHASIZED THAT VESSEL WAS BADLY NEEDED AND THAT HE PERSONALLY WAS DETERMINED TO OBTAIN IT. HE ADDED THAT, ALTHOUGH FINANCING WAS AVAILABLE, BIDDERS MAY INCLUDE FINANCIAL PROPOSAL ALONG WITH PRICE QUOTATIONS IF THEY SO DESIRE, TO ALLOW GOE TO SELECT BEST TERMS.

3. SUBSECRETARY DID NOT FEEL THAT BID DOCUMENTS WERE OVERPRICED; HE REFLECTED THAT US\$200 WAS REASONABLE COST FOR ESTIMATED ONE-MILLION-DOLLAR SALE. MINISTRY WISHES TO PURCHASE NEW OR NEARLY-NEW
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PAGE 02 QUITO 05236 181512Z

VESSEL NOT MORE THAN FEW MONTHS IN USE.

4. IN REGARD TO INSUFFICIENT DESCRIPTION, RODRIGUEZ WONDERED WHAT ADDITIONAL SPECS MIGHT BE REQUIRED, SINCE BASIC DATA SUCH AS SIZE HAD BEEN SPECIFIED AND FURTHER DETAILS WOULD BE AVAILABLE IN BID DOCUMENTS. HOWEVER, HE CALLED IN PROJECT MANAGER DR. GUERRERO AND INSTRUCTED HIM TO COOPERATE WITH EMBOFFS IN ANY WAY POSSIBLE IN PROVIDING MORE DETAILS WHICH COULD BE USEFUL TO U.S. BIDDERS.

5. GUERRERO INFORMED EMBOFFS THAT NUMEROUS FOREIGN FIRMS HAD PURCHASED BID DOCUMENTS, AMONG WHICH TWO U.S. COMPANIES: INTER-OCEANIC FACTORS OF SAN DIEGO, AND INTRA-AMERICAN PROJECT DEVELOPMENT CONSULTANTS, PASADENA, CALIFORNIA.

6. FINALLY, IN REPLY TO EMBOFF COMMENT THAT BID DEADLINE WAS RAPIDLY APPROACHING, RODRIGUEZ REPEATED THAT QUOTE CERTAIN QUARTERS UNQUOTE IN HIS MINISTRY WOULD LIKE TO SEE U.S. FIRM WIN. HE HINTED THAT, IF CONDITIONS WARRANTED, MINISTRY WOULD BE AMENABLE TO EXTENDING BID DEADLINE TO ABOUT MID-SEPTEMBER.

7. ACTION REQUESTED: DISCUSSION WITH SUBSECRETARY REINFORCES OUR IMPRESSION THAT THIS EXPORT OPPORTUNITY DESERVES ALL POSSIBLE SUPPORT BY COMMERCE. STRONGLY URGE THAT COMMERCE RENEW EFFORTS TO ATTRACT U.S. SUPPLIERS, INCLUDING NEW POTENTIAL BUILDERS.

8. DECONTROL UPON RECEIPT.
BREWSTER

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Margaret P. Grafeld
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